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THE AMERICAN
BOOK TRADE JOURNAL

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VOL. LXXXII., NO. 7. NEW YORK, Aug. 17, 1912 WHOLE NO. 2115

ONE WEEK FROM TO-DAY

Saturday, August 24th

we publish

**F. Hopkinson Smith's
BIG NOVEL
THE ARM-CHAIR**



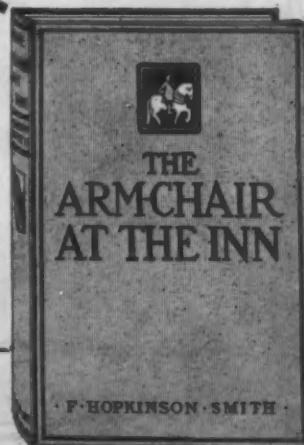
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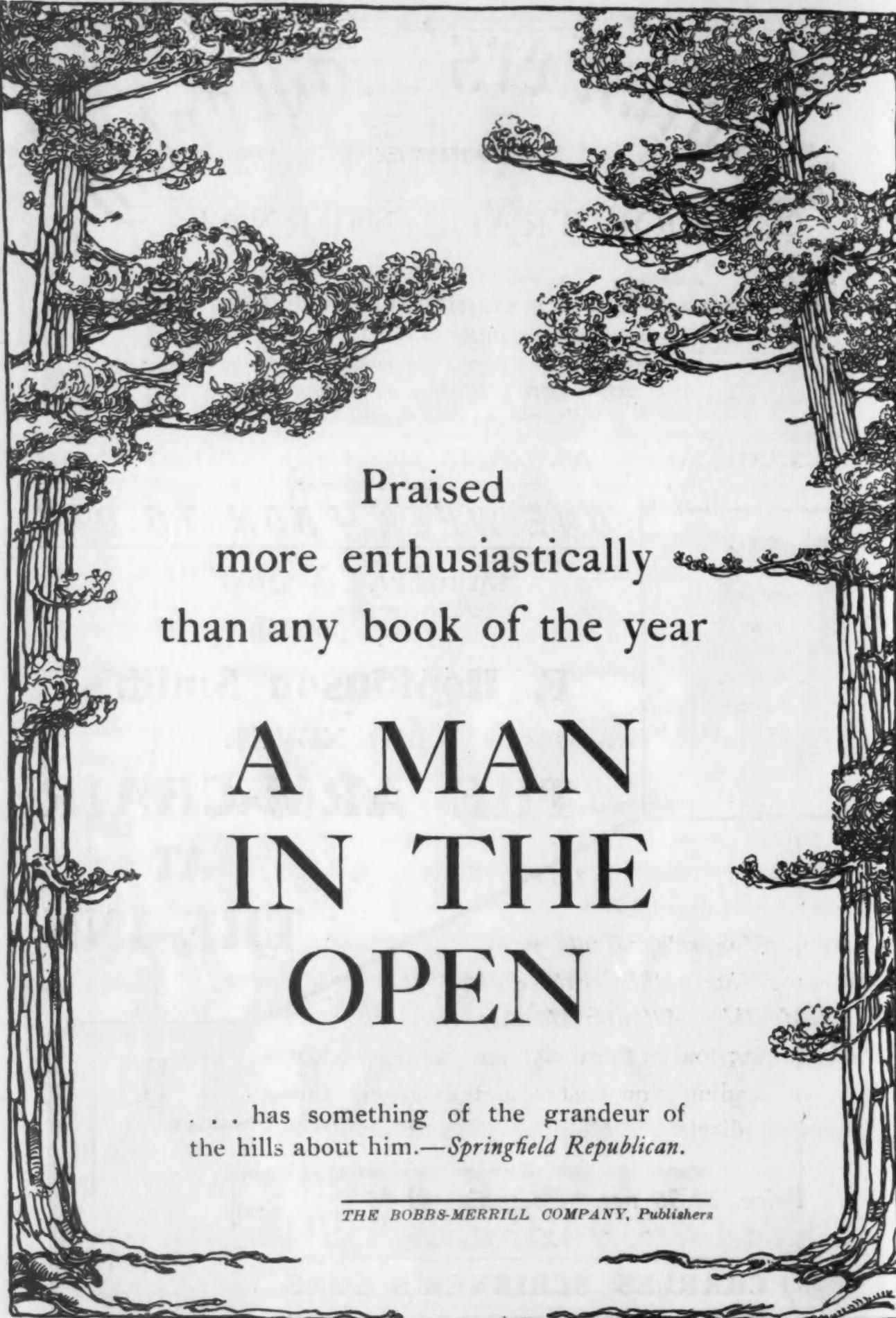
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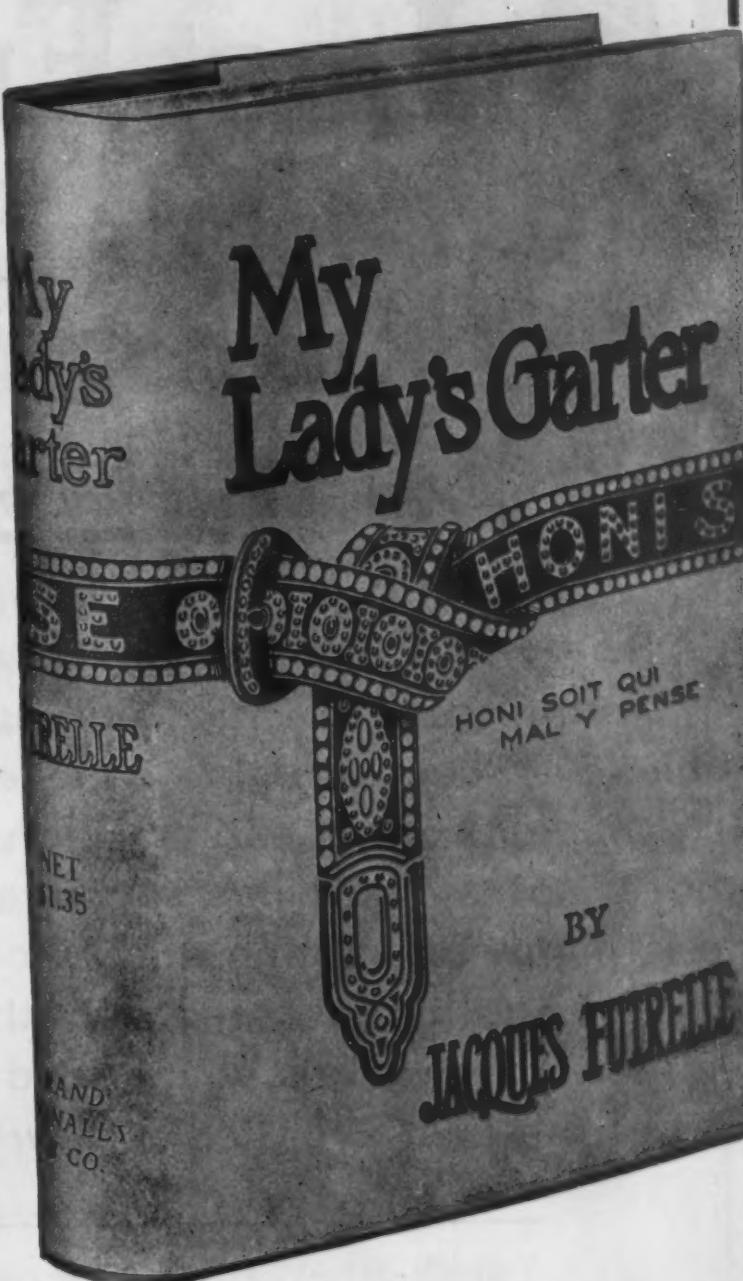
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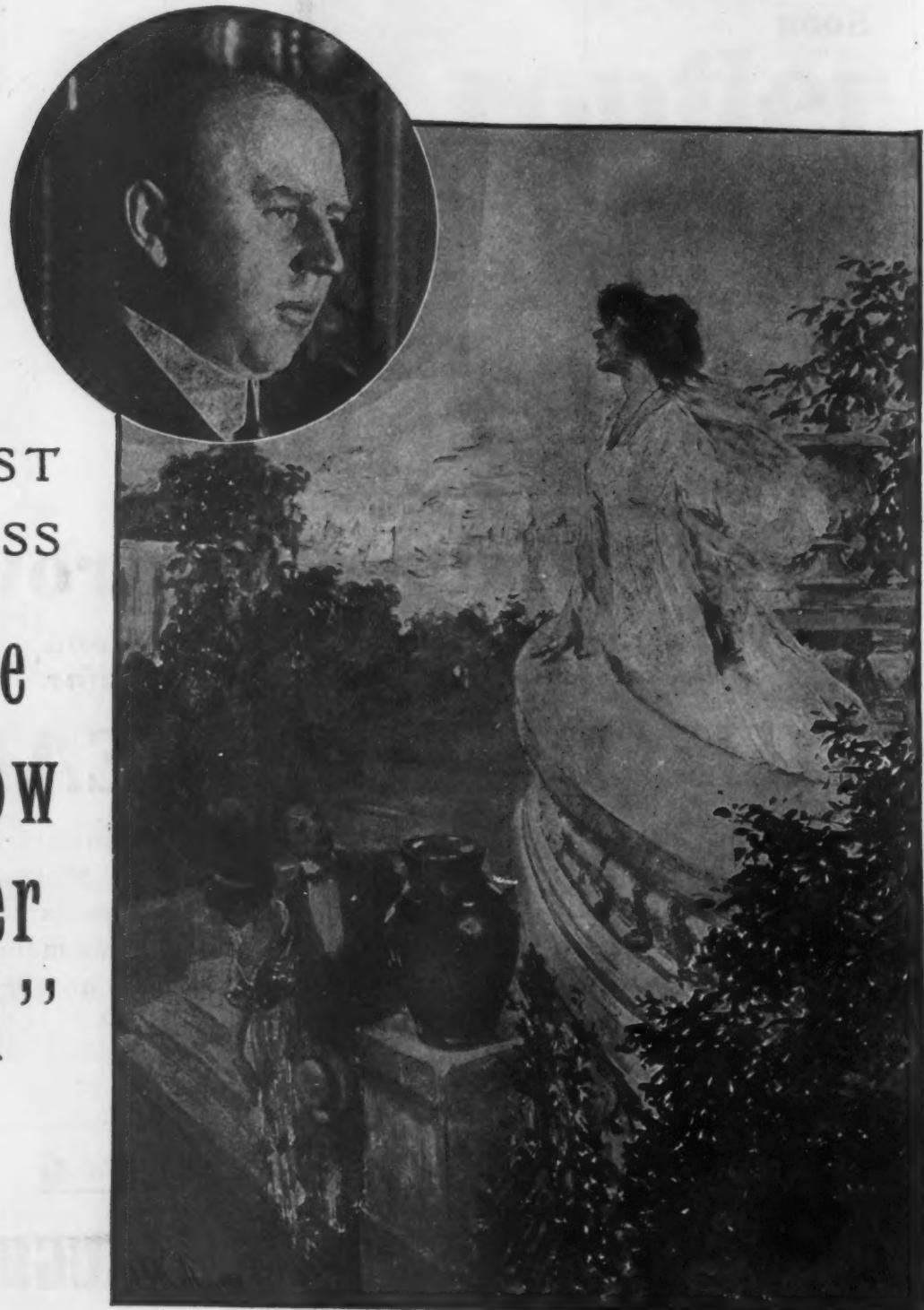
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*Full-page illustrations in color, by A. I. KELLER.
430 Pages. \$1.30 net. Postage, 13c. extra.*

Publishers**DODD, MEAD & COMPANY****New York**

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

August 17, 1912

The Editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible in advance of publication.

For subscription and advertising rates see first page of Classified Advertising.

"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."—BACON.

QUANTITY DISCOUNTS BEING QUESTIONED.

Not in years has the wisdom of the policy of quantity prices to retailers been so seriously questioned as it is to-day. We find quantity discounts combatted in retail trade conventions of every sort, from those of grocers to druggists; and "one-price-to-all" sharing slogan honors with "fixed prices" in the journals of a dozen different lines of merchandising. We are told that quantity discounts are slowly but surely crushing out the small retailers who must be the bulwark of any trade; that their continued existence plays into the hands of jobber-retailer and department store; that quantity discounts in merchandise are no more defensible economically than quantity discounts on freight or postage stamps.

And it must be confessed that the opponent of quantity discounts brings strong arguments to his support. Originally there may have been there a lurking idea of sharing with a customer any saving in selling or shipping expense incident to a quantity order. To-day, however, the quantity discount is simply a powerful leverage exerted by the salesman to secure an increased order.

Of course the outstanding evil of the system is that it subsidizes the large merchant, who needs help least, and handicaps the small one, who needs it most. Five per cent. or ten per cent. extra discount seem small amounts; but five per cent or over repeated two or three times a year, according to frequency of turnover, means ten per cent to thirty per cent. on the store's capital investment. That amounts to more than the net annual profit of many a

retail business. To Brown, the small dealer buying ten copies of new fiction, with Smith across the street buying a hundred, that extra discount for quantity may spell success or failure. Smith need not go deliberately to work to crush Brown out of business; simply his five and ten per cents. give him that much more margin for advertising, for capital to secure cash discounts, for profit, a margin which in time enables him perhaps unconsciously to put little Brown out of the running.

But quantity discounts bring other evils in their train. The sole remaining protection of Brown against Smith's aggressive competition is a strict maintenance of fixed prices by each of them. But Smith, finding he can shade prices a trifle and still undersell Brown, is strongly tempted to do so. And, unless the books he buys are published net, he will generally be found yielding to that temptation.

But Smith has troubles of his own. The quantity discount very often tempts him to overbuy on certain items. In time dead stock accumulates, much of it to be unloaded at more or less heavy loss. Often his overstock loss wipes out the small quantity discount he saved: he finds he has demoralized both his market and Brown's, and yet is worse off than if he had bought moderately in the first place.

And the quantity discount evil reacts on the publisher fully as disastrously as on the retailer. It is not merely that quantity discounts tend automatically to the weakening and suppression of the smaller retailer, whom it should rather be the publisher's policy to strengthen and encourage. They also tend to restrict stock, and so to curtail the selling of the general list.

The bookseller's capital is always limited: so is his floor space. If you have persuaded him to lock up \$3500 in five hundred copies each of ten novels, and he has but \$3500 to put into new fiction purchases, it is evident that you have automatically estopped his purchase of the 290 other novels of the season's output. "True," you may reply, "but those 290 belong to other publishers. I've sold my novels, why worry about theirs?" But this view, if you take it, is surely a most short-sighted one to take. Publisher A may be the one successful in "loading up" one dealer one time. He can hardly hope to be the successful one everywhere every time; and surely a healthy and normal book trade presupposes, not stores waterlogged with hundreds of copies of a few novels, but stores carrying an adequate and

diversified stock of a great many titles. Remember this, that inadequate stock limits the usefulness of a store to the customer as a delinquency can in almost no other item of service. A man's heart is indeed where his treasure is; putting all a man's eggs in one basket *will* make him watch that basket—but extraordinary sales of a book, when such sales are forced by a bookseller inspired merely with a haunting fear of being left with dead stock on his hands, react against himself in the judgment and estimation of his customers, react against publishers in slow, inadequate sales of the vast number of books which did not happen to respond to the "quantity boost."

THE Senate has passed, nearly two months late, the Post Office Appropriation Bill for the year beginning July 1, 1912, with amendments which send it to conference committee, where a sharp fight is likely as between the two parcels post schemes. Senator Bourne's plan is a modification of the "zone" system, based on half degrees of latitude and longitude with a home zone which is a circle. It is very complicated, and overlaps the somewhat similar scheme proposed by the Interstate Commerce Commission for express rates. The House plan is merely a reduction of fourth-class rates to 12 cents a pound. Both plans seem to be defective in failing to give the advantage of the lowered rate to printed matter. It is to be hoped that the conference result may meet these difficulties, and will work out a solution which will not interfere with the adoption later of a system combining the advantages of the Bourne plan with the express plan on some simpler line. The Senate has already adopted a discriminating rate for second class matter, which may be sent at 2 cents a pound by fast mail or 1 cent a pound by fast freight, at the option of the publisher. The Senate bill provides also for the publication of a list of editors, managers, stockholders, etc., which is less objectionable than the cumbersome house provision. Publishers and authors concerned should watch with alert interest the progress of the conference committee in reaching the final result.

THE fellow who tries to attract business without advertising is like the fellow who throws his sweetheart a silent kiss in the dark. He knows what he is doing, but nobody else does.—*From the Oscar Onken Company's Catalogue.*

A PUBLISHER'S WAR REMINISCENCES.

GEORGE HAVEN PUTNAM TELLS OF ADVENTURES AS "A PRISONER OF WAR IN VIRGINIA, 1864-5."

THE slender volume just issued by G. P. Putnam's Sons, under the above title, is expanded from a paper which was presented to the New York Commandery of the United States Loyal Legion, under the instructions of the commander, in December, 1910. The paper attracted some continued attention not only among the veterans, but with others who were interested in the events of the war years and who realized, as Dr. Putnam modestly says, that a record of personal experience, even if not in itself an important addition to war history, at least constitutes material for the use of the future historian.

First Lieutenant G. H. Putnam, at that time, though only twenty, Adjutant 176th Regiment, New York Volunteers, was captured by the Confederates at the battle of Cedar Creek, in October, 1864, while endeavoring to rescue a portion of a battery of field artillery. With the one thousand or more other prisoners taken in the same engagement, the young lieutenant was stripped of everything—clothes or accoutrements—of any value, and tediously transported South, half starved, partly by marching, partly by rail, to Richmond and the dreaded Libby Prison.

He says: "At our request, Vanderweyde and myself were given floor space together, and we then took an account of our joint property. I had picked up, *en route* (I do not recall where), a small piece of blanket, and I had also succeeded in retaining a broken pocketknife. My chum had a tin cup and a pocket comb. These things were held in common. As personal appurtenances, we had been fortunate enough to save our tooth brushes, which the examining sergeant had not considered worth appropriating, and my chum, who was a clever artist, had also been able to retain possession of a pocket sketch-book and a pencil. These tooth brushes later became noteworthy. It is my memory that there were not more than a dozen or so among about 350 officers. The possessors placed their tooth brushes through the buttonholes of their blouses, partly because there was no other safe or convenient storage place, and partly, perhaps, to emphasize a sense of aristocratic opulence. We became known as the 'toothbrush brigade.' My chum, with some protest from me against the using up of my knife, did some artistic carving on the handle of his brush, producing with no little skill a death's head and a skeleton. Late in the winter, when we had been moved to Danville, one of the officers of the guard offered me for my brush \$300, of course in Confederate currency. I expressed a little surprise that the article, no longer new, should have such selling value, and he began to reply, 'Well, but you see now we cannot get any more,' and then checked himself. The word 'now' emphasized itself in my ear, and connecting this with certain ru-

mors that had already leaked into the prison, I realized that Wilmington must have fallen and that no more tooth brushes or other supplies from England could be secured."

The food of the prisoners, both at Libby and at Danville, to which they were hurriedly transferred one night in December, consisted



GEORGE HAVEN PUTNAM.

1st Lieut. and Adj't. 176th Regt., N. Y. Vols.

(A War Time Picture from his book "A Prisoner of War in Virginia, 1864-65.")

at first of bean soup and corn bread made from beans and cornmeal which had been rejected by the Confederates as unfit for their own men. Soon the bean soup was omitted. Dr. Putnam says: "We regretted to part with the black bean soup, although we had not been fond of it. It contained about as many bugs as there were beans, the taste was abominable, and the nourishment probably slight." Of the cornmeal he says as baked it contained other things—"Cockroaches and other insects, and

occasionally pieces of mice that had lost their way in the corn bins." The Danville Prison was an old tobacco warehouse. Putnam's chum and fellow prisoner, now Major Harry Vanderweyde, gives a sketch of it, showing how 350 of them in four rows had to sleep on the bare boards in their prison rags, one of their greatest trials being "the big vermin which grew bigger as we grew smaller."

Two fruitless attempts to escape were made. In the first—a foolhardy endeavor—the alarm was given in time to call out the guard and fire on the prisoners; in the second attempt a tunnel had been made from an unused cellar to which access was gained at intervals surreptitiously, but for want of levels and proper tools, the end of it had been allowed to slant up too close to the surface, and one of the soldiers guarding the building broke through and gave the alarm. Later, at different times, four men escaped by dropping out of the "water gang" unobserved, but as the number of escaped men increased it became impossible to hide the shrinkage at rollcall.

Partly to ward off the actual insanity which their plight invited, all sorts of methods of whiling away time were invented. Chessmen, ingeniously carved out of firewood, were used till the poor food made the men actually too weak for the mental effort of playing. Young Putnam even undertook a class in German. "As I had no grammar or text available, I had to work entirely from memory. I was assisted in my undertaking by a scholarly young captain, William Cook, who had had time before entering the service to get through some years at least of his course at Yale. Cook knew no German, but he had a good working knowledge of grammar. During my sojourn in Germany I was under the care of an oculist, and I had taken in my German by ear and knew none of the rules of grammar. The work of our class was shaped by the presentation by myself of a certain number of sentences, or at least of words in grammatical relation to each other, from which examples Cook would work out the grammatical rule. Then our patient students would have to learn first the words and then the rule."

Scores of his comrades died in prison, but, slight of build though he was, young Putnam's constitution not only pulled him through, but enabled him to return to his regiment very shortly after exchange. He says with just pride: "I had the satisfaction of standing in line with my regiment at Durham Station when General Johnston surrendered the last effective army of the Confederacy. The war was at an end, and the Republic had been maintained."

Dr. Putnam's name is so well known to the trade that his little monograph would be read by booksellers for that reason alone. The stirring events in which he participated have, however, plenty of interest of their own. In conferring his new degree upon Dr. Putnam last June President Butler prefaced his words of admittance by the phrase "Brave soldier"; their significance may now be better appreciated.

THE "BEST SELLING" BOOKS IN JUNE.

ACCORDING to the *Bookman's* lists, the six books (fiction) which have sold best in the order of demand during June are:

	POINTS
1. The Street Called Straight. Anon. (Harper.) \$1.35.....	356
2. The Just and the Unjust. Kester. (Bobbs-Merrill.) \$1.25.....	198
3. The Melting of Molly. Daviess. (Bobbs-Merrill.) \$1.00.....	147
4. The Harvester. Stratton-Porter. (Doubleday, Page.) \$1.35.....	108
5. A Hoosier Chronicle. Nicholson. (Houghton Mifflin.) \$1.40.....	96
6. The Lighted Way. Oppenheim. (Little, Brown.) \$1.25.....	85

A CONSENSUS.

According to the PUBLISHERS' WEEKLY'S consensus the best selling books in June were:

FICTION.

	POINTS
1. The Street Called Straight. Anon. (Harper.)	220
2. The Melting of Molly. Daviess. (Bobbs-Merrill.)	157
3. The Just and the Unjust. Kester. (Bobbs-Merrill.)	123
4. The Lighted Way. Oppenheim. (Little, Brown.)	54
5. A Hoosier Chronicle. Nicholson. (Houghton Mifflin.)	53
6. The Harvester. Stratton-Porter. (Doubleday, Page.)	53
7. The Guests of Hercules. Williamson. (Doubleday, Page.)	37
8. Stover at Yale. Johnson. (Stokes.) ..	34
9. Fate Knocks at the Door. Comfort. (Lippincott.)	24
10. The Man in Lonely Land. Bosher. (Harper.)	23
11. The Price She Paid. Phillips. (Appleton.)	22
12. To M. L. G. Anon. (Stokes.)	22
13. Fran. Ellis. (Bobbs-Merrill.)	20
14. The Postmaster. Lincoln. (Appleton.)	19
15. The Turnstile. Mason. (Scribner.) ..	19
16. Tante. Sedgwick. (Century Co.) ..	17
17. Julia France and Her Times. Atherton. (Macmillan.)	16
18. Through the Postern Gate. Barclay. (Putnam.)	16
19. The Recording Angel. Harris. (Doubleday, Page.)	12
20. Riders of the Purple Sage. Grey. (Harper's.)	10

NON-FICTION.

1. The Montessori Method. Montessori. (Stokes)	104
2. The Promised Land. Antin. (Houghton-Mifflin.)	95
3. A New Conscience and an Ancient Evil. Addams. (Macmillan.)	31
4. My Memoirs. Steinheil. (Sturgis & Walton.)	16
5. Mental Efficiency. Bennett. (Doran.) ..	15
6. Three Plays by Brieux. (Brentano's.) ..	13

JUVENILE.

1. Chronicles of Avonlea. Montgomery. (Page.)	29
2. Rover Boy's Ser. Winfield. (Grosset & Dunlap.)	24
3. Motor Boys Ser. Young. (Cupples & Leon.)	20
4. Children of the Little Old Red House. Douglas. (Lothrop, L. & S.)	13
5. Girls of Friendly Terrace. Smith. (Page.)	12
6. Dave Porter on Cave Island. Stratemeyer. (Lothrop, L. & S.)	12

POSTAL MATTERS.

ZONE PARCELS POST BILL PASSES SENATE.

SENATOR BOURNE's measure providing for a zone system of parcels post at a minimum rate of five cents for the first pound and three cents a pound up to eleven pounds, passed the Senate Monday as an amendment to the Post Office appropriation bill. There was little debate. The bill now goes to the conference committee, where some compromise with the House's twelve cents a pound measure must be reached.

The earlier oversight in the bill which neglected to maintain the old ounce rate and would have thus automatically raised the rate on parcels of less than five ounces weight has been corrected. The bill now provides a rate of a cent an ounce for parcels not over four ounces in weight. No provision is made for a parcels post rate on books and other printed matter.

TWO GRADES OF SECOND CLASS MAIL PROVIDED FOR.

IN the final form of the appropriation bill the so-called "blue tag" provision relating to second class mail matter, which the Senate committee had eliminated, was restored with modifications. These permit the publishers of periodicals issued oftener than bi-weekly to choose whether they shall use the mails at a rate of two cents a pound or the fast freight service at one cent a pound.

The House had provided that no employee of the postal service should be subject to reduction or removal for joining an organization having for its object improvement in condition of labor or compensation. The Senate to-day approved this amendment in part, but modified it by specifically providing that employees should not join an organization "which imposes an obligation or duty to strike or to assist in a strike against the United States." Under the terms of the bill as it passed both houses, employees have the right to appeal to Congress for redress of grievances.

PERIODICALS TO PUBLISH OWNERS AND OFFICERS.

THE principle of the House amendment providing for the publication by newspapers and other periodicals of their owners and officers was approved, but the impractical details of the House measure were considerably modi-



TWO WELL KNOWN PACIFIC COAST BOOKMEN.

(W. D. Wilson, of the Lowman & Hanford Company of Seattle, and
M. W. Gill, of the J. K. Gill Company of Portland, Ore.)

fied. Publication is, according to the Senate measure, to be required but twice a year instead of in every issue. This amendment was a center of long debate and a series of minor amendments. As finally passed by the Senate it reads:

That it shall be the duty of the editor, publisher, business manager, or owner of every newspaper, magazine, periodical, or other publication to file with the Postmaster-General and the postmaster at the office at which said publication is entered, not later than the 1st day of April and the 1st day of October of each year, on blanks furnished by the Post Office Department, a sworn statement setting forth the names and post-office addresses of the editors, publishers, business managers, and owners, and, in addition, the stockholders, if the publication be owned

by a corporation, and also the names of known bondholders, mortgagees, or other security holders: *Provided*, That it shall not be necessary to include in such statement the names of persons owning less than 1 per cent. of the total amount of stock, bonds, mortgages, or other securities. A copy of such sworn statement shall be published in the second issue of such newspaper, magazine, or other publication printed next after the filing of such statement. Any such publication shall be denied the privileges of the mail if it shall fail to comply with any provision of this paragraph within ten days after notice by registered letter of this failure.

Provided, That the provisions of this paragraph shall not apply to religious, scientific, fraternal, temperance, or other similar publications.

That all editorial or other reading matter published in any such newspaper, magazine, or periodical for the publication of which money or other valuable consideration is paid, accepted, or promised shall be plainly marked "advertisement." Any editor or publisher printing editorial or other reading matter for which compensation is paid, accepted, or promised without so marking the same shall upon conviction in any court having jurisdiction be fined not less than \$50 nor more than \$500.

OBITUARY NOTES.

ISAAC NEWTON FORD, for seventeen years correspondent of the New York *Tribune* in London, died Wednesday, August 7, after a long illness. Mr. Ford, whose initials "I. N. F." have been signed to special information of all kinds to the New York *Tribune*, and to many important book reviews, was born in Buffalo, N. Y., June 11, 1848. He graduated from Brown University in 1870 and at once became reporter on the New York *Tribune* under Horace Greeley and later

under Whitelaw Reid. At the time of his death he was the oldest man in continuous service on the active staff of the paper. He succeeded George W. Smalley as foreign correspondent in 1895. This work took him to all parts of the world on many important expeditions. In the West Indies it was especially noteworthy, resulting in his writing a series of papers on American opportunities in that part of the world, which he later published in book form under the title "Tropical America."

DR. HOWARD HORACE FURNESS, a Shakespearean scholar of international renown and editor of the *Variorum Shakespeare*, died Tues-

day, August 13, at Wallingford, on the outskirts of Philadelphia, of pneumonia. Dr. Furness was born November 2, 1833, graduated from Harvard University in 1854, studied law and was admitted to the bar in 1859. Turned from his profession by deafness Dr. Furness, possessed of ample means, devoted his entire life to the study of Shakespeare. The first volume of the *Variorum* edition was accepted throughout the world as the standard work of its kind. Each volume of this edition (eighteen have appeared since 1871) contains everything of value ever written about the play it contains, by the best authorities in all languages. He also began a collection of Shakespeare relics continued until his death, succeeding in gathering the finest collection in the country, if not in the world, and Shakespeare literature which is almost priceless. Associated with him in his labors were his wife, herself author of a "Concordance to Shakespeare's Poems," and his son, Horace Howard Furness, jr. Dr. Furness' labors were recognized by degrees from many great universities at home and abroad. In 1910 he was presented with a medal for his services to the stage, by the founders of The New Theater of New York City.

PERIODICAL NOTES.

THE Edinburgh Review appears for the first time in its history with signed articles. It clung to anonymity longer than any of the other great reviews.

W. M. CLAYTON, for many years circulation manager of *The Smart Set*, is now publishing a new all-fiction magazine, *Snappy Stories*. The first issue appeared in August. The new magazine inaugurates its first issue with the announcement of a \$500 prize contest for short stories. Its offices are at 14 E. 33d Street. Associated with Mr. Clayton in its publication is Louis Barker, also formerly of *Smart Set*.

JUDGE HOLT, in the United States Court, has appointed Effingham N. Dodge receiver for *Every Woman's Magazine*, of New York, with a bond of \$500. It was stated that the assets consisted of machinery and fixtures worth \$500 and a subscription list the value of which was considered only speculative. The company sent a letter to subscribers saying that the publication had been suspended, pending a reorganization, but was expected to resume soon.

PERSONAL NOTES.

JAMES F. DOONAN, for many years with Benziger Brothers, New York, has resigned his position to take charge of the book department of P. J. Kennedy & Sons.

F. A. FERNALD, formerly in the book trade in New York, is now an assistant editor in the U. S. Geological Survey at Washington. He still publishes "Woolman's Sewing Course" and other manuals.

GEORGE E. NEVINS, for eight years with the Eau Claire Book and Stationery Co., has re-

signed his connection with that concern. Mr. Nevins is well known to the book travellers who make that section and will probably connect himself with one of the Eastern book houses. His present address is 2705 First Avenue South, Minneapolis, Minn.

LITERARY AND TRADE NOTES.

A MACMILLAN publication of this week which will appeal to all of E. V. Lucas's admirers is "A Little of Everything." This, as its title indicates, is composed of selections from Mr. Lucas's works.

WYCIL & CO. are bringing out "Maids in a Market Garden," by Richard Dehan, and a new edition of Dalton's standard "Auction Bridge," made abreast of the times by a lengthy supplement on Royals (Lilies).

"THE CHILD THAT TOILETH NOT" is the title of a forthcoming book by Thomas R. Dawley, Jr., to be published by the Grace Publishing Co., of New York. It is said to be the story of a government investigation.

WHAT promises to be perhaps the most popular novel of a most popular author—George Barr McCutcheon's "The Hollow of Her Hand"—will be published by Dodd, Mead & Co. in September. As a serial in *Munsey's Magazine* the story has attracted much attention.

MRS. WILSON WOODROW's new novel "The Black Pearl" (Appleton) is the romance of a wonderful dancer in the Western United States. The Arizona desert and Rocky Mountains are the background. The same house will soon publish "Marcus Holbeach's Daughter," a tale of Canadian woods and gold fields by Alice Jones.

AMONG the new books which Holt will issue in the autumn are: "Why Women Are So," by Mary Roberts Coolidge; "The Making of an American Business Woman," by Anne Shannon Monroe, and Mrs. Dorothy Canfield Fisher's "The Montessori Mother," which is said to be an untechnical account of what the Montessori method is.

MEREDITH NICHOLSON'S *Atlantic Monthly* article, "Should Smith Go to Church," which has aroused an unusual amount of comment, will form a part of his volume of essays entitled "The Provincial American, and Other Papers" whch Houghton Mifflin Co. will publish in the autumn. The book will have another essay entitled "Smith, the Tired Business Man."

"WHERE There's a Will" by Mary Roberts Rinehart (Bobbs-Merrill) is concerned with burglars, a prince, a Miss Patty Jennings, who is expected to marry the prince, and a conspiracy. Plenty of love and complications unite these elements into an exciting story. Chapters III and IV, entitled respectively "A Will," "And a Way" start Miss Patty's adventures.

AMONG their forthcoming art gift books George H. Doran Company will publish a quarto volume of Edgar Allan Poe's poems, "The Bells and Other Poems," illustrated with

thirty plates in color and many decorations in black and white by Edmund Dulac. Besides the regular edition of this book, there will be a special limited edition, signed by the artist, and handsomely bound in leather.

IMPORTANT fall novels on the list of the Frederick A. Stokes Co., include "Between Two Thieves" by Richard Dehan; Susan Glaspell's "Lifted Masks"; Beatrice Harraden's "Out of the Wreck I Rise"; Robert Halifax's "The Whistling Woman" (a title which would seem to indicate no happy ending); Elizabeth Neff's "Miss Wealthy, Deputy Sheriff" and M. P. Revere's "The Bride's Hero."

WITH Argentina rising fast into prominence W. H. Koebel's new book "Modern Argentina" should attract attention. Mr. Koebel has just returned from a prolonged visit to that country. The book is just published by Estes. Other of their recent publications are "Camp Fire Reminiscences; or Tales of Hunting and Fishing in Canada and the Great West," by David Moore Lindsay, "The Flowers and their Story," for young people, by H. M. Friend and "Fairs and Fetes" a compilation of new ideas for entertainments by Caroline French Denton.

WITH Harold Bell Wright's newest book, "Their Yesterdays," the Book Supply Company announce a liberal policy of protection. Every unsold copy of "Their Yesterdays" in the retailers' hands in August, 1913, will be exchanged on request for his "The Eyes of the World" to be published on that date. The first printing of "Their Yesterdays" the Book Supply Company state to be one of no less than 500,000 copies. Incidentally they call attention to a first order from the Western News Company of 25,000 copies, coupled with a re-order from them of 25,000 copies of "The Winning of Barbara Worth." This brings this one jobber's total purchases of the latter book up to 100,000 copies.

BUSINESS NOTES.

CAMDEN, INDIANA.—Tesh & Beggs are retiring from the Drug, Book and Stationery business. Their successor is V. F. Cohee.

DES MOINES, IA.—The Harris-Emery Co. have just opened a book and stationery department, under the management of Mr. Bode.

DURHAM, N. C.—F. H. Green, formerly with the Durham Book and Stationery Co. is opening a new establishment with the title "F. H. Green, the Office Outfitter." The intention of Mr. Green is to carry office fixtures, typewriters, and other articles in general demand for business use.

EL PASO, TEXAS.—The El Paso Book Company, owned by J. W. Curd and Robert N. Mullin, has succeeded J. F. Morgano.

GUNNISON, COLO.—Florence A. Martin has purchased the Book and Stationery business of Miss D. A. Estes.

HERINGTON, KANSAS.—H. M. Weast, owner of the Post Office Book and Stationery Store, has sold out to M. E. Calkins.

MICHIGAN CITY, INDIANA.—The Office Equipment Company is adding a stock of books to its line.

MORRISTOWN, TENN.—E. E. Legori, who with his family have just located here, is preparing to open a book and stationery store.

NEW YORK CITY.—The McPartland & O'Flaherty Company are in involuntary bankruptcy.

PHILADELPHIA, PA.—Owing to the growth of their publishing business Brown Bros. have opened a special publication office in the Lafayette Building, 5th and Chestnut Streets.

ROCK RAPIDS, IOWA.—C. S. Vail has opened a stock of books, stationery, etc.

ROCKFORD, ILL.—William H. Shimmin, for four years manager of the Waldo Book and Stationery Store in East State St., has purchased the Wendell Stationery Store at 414 East State St. Mr. Shimmin was with the B. R. Waldo store at this place for eight years before it moved to its present stand.

ST. MARYS, W. VA.—L. S. Campbell has purchased the White Book Store and changed the name to Campbell's Book Store.

VISITING BUYERS—NEW YORK CITY.

FOR THE WEEK ENDING AUGUST 14, 1912.

R. G. Powers, representing Sibley Lindsay & Curr, Rochester, N. Y.
P. A. McKeenan, representing Geo. B. Peck D. G. Co., Kansas City, Mo.
A. R. Womrath, of A. R. Womrath, 72 Madison Avenue.
J. H. Leake, of Clapp & Leake, Albany, N. Y.
H. B. Runyan, representing the Boston Store, Chicago, Ill.
W. S. Lewis, representing Strawbridge & Clothier, Philadelphia, Pa.
Mr. Bode, representing Harris-Emery Co., Des Moines, Iowa.
F. K. Espenham, of Espenham Dry Goods Co., Milwaukee, Wis.

PICK-UPS.

AFTER BURNS—A LONG TIME!

Our Scotch friend Wm. Thomson thus gently duns one of the "elder statesmen" of the bookselling profession who had inadvertently overlooked a small bill—

"John Anderson my Jo John,
When we were first acquent,
Your bills were very promptly paid
As sure as they were sent;
But noo' yer growin' auld John,
Your locks are like the snow,
And payments noo' are slow,
John Anderson my Jo."

The response was intended to be *prosy*, but the Scotch of his ancestors answered in Kind,

"I am safe to suppose
That if I use prose
And I also enclose
A bank check that shows
The balance I owes,
That it will offset your poetry—
So here goes."

J. R. A.

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Ti. (32mo: 12½ cm.); Fe. (48mo: 10 cm.). Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4^o, 8^o, etc.

Abercromby, J: A study of the bronze age pottery of Great Britain and Ireland and its associated grave-goods; with 1611 ill. of pottery, 155 examples of grave-goods and 10 plates showing ornamentation. In 2 v. N. Y., Oxford Univ. 163; 128 p. F. \$19.25 n.

Arranges chief types of British and Hibernian pottery in chronological order, showing the changes that took place in a particular type as it gradually moved from south to north. Shows influence exerted by Hibernia at a very early time on the food-vessel class of ceramic in the northern half of England.

Addingly, Amy, comp. From the heart of a friend. N. Y., Dodge Pub. c. '10. 88 p. D. (Friendly gift books.) pap., 50 c., bxd.

Baird, Jean Katharine. Hester's wage-earning; ill. by Eliz. Withington. Bost., Lothrop, L. & S. c. 327 p. D. (Hester books.) \$1.25.

Third volume of the series clears up the mystery surrounding Hester's birth. Hester, now seventeen, secures work on a newspaper, much to the surprise of her foster-aunt. She has the usual amusing experiences of a "cub" reporter, but also does some good work.

Balch, W: Monroe. Christianity and the labor movement. Bost., Sherman, French. c. 108 p. D. \$1 n.

Purpose is to enforce the urgent social mission of the church, to indicate the critical duties thrust upon us by the labor problem, and to point out some paths toward timely social service.

Bernath, Morton H., ed. The old masters. pt. 1 in 6 sections [with 12 plates in each]; Van Dyck; Velasquez; Rembrandt etchings; Rembrandt paintings; Rubens; Durer. Bost., Ritter & Flebbe. no paging. Q. pap., ea., 25 c.

Series of reproductions not easily obtainable in any other form. It is the publishers' intention to publish little by little, in co-operation with a European firm, a complete series of the old masters. Each portfolio contains twelve plates and a sketch of the artist.

Betz, W.; and Webb, Harrison E. Plane geometry; with the editorial coöperation of Percy F. Smith. Bost., Ginn. c. 10+332 p. il. D. \$1.

Bianchi, Martha Gilbert Dickinson. The sin of angels. N. Y., Duffield. c. 504 p. D. \$1.30 n.

The author of "A modern Prometheus" (Roman), "The cuckoo's nest" (French), and "A Cossack-lover" (Russian) now writes an American story dealing with love in the form it chiefly takes in America, where a man wears himself out to monopolize the market and make name and position for his wife, whom he in the meantime neglects day by day and leaves exposed to idleness, heart hunger and temptation. She pictures society fearlessly, and tells the ambitious American his brains, talent and culture must become exhausted in the mad race for power while the foreigner will endure in health and vitality unless the American listens to warning and has courage to "right about face." A woman and two men furnish the plot. Scene shifts between Europe and America.

Brooks, Amy. Dorothy Dainty's holidays; with ill. by the author. Bost., Lothrop, L. & S. c. 240 p. D. (Dorothy Dainty ser.) \$1.

Brown, Bertha Millard. Health in home and town. Bost., Heath. 5+312 p. il. D. 60 c.

Chenery, W: Eastman, ed. Home entertaining; amusements for every one. Bost., Lothrop, L. & S. c. 15+165 p. D. 75 c. n.

Cholmeley, H. P., M.D. John of Gaddesden and the Rosa medicinae. N. Y., Oxford Univ. 184 p. front. O. \$2.90 n.

John of Gaddesden was born about 1280 and died in 1361. He was a physician, and in his "Rosa medicinae" he "first of all tries to investigate the name of any disease, secondly its definition, thirdly its incidence and cause." The result is a very quaint medical work, much of which is here quoted.

Cleveland Public Library. Reading lists for special days; formerly published as nos. 1-8 of the *School Holiday Series*. Minneapolis, Minn., H. W. Wilson Co., '11. 5+48 p. 16°, pap., 25 c. n.

Contents: New Year's day; Lincoln's birthday; Washington's birthday; Arbor day; Easter; Memorial day; Thanksgiving day; Christmas.

Currey, J. Seymour. The story of old Fort Dearborn; with 11 illustrations. Chic., McClurg. c. 173 p. pls. por. D. \$1 n.

One hundredth anniversary of the Fort Dearborn massacre occurred on August 15. Book gives a popular account of the first fort, built in 1803, which stood until the time of the massacre of the garrison by the Potawatamie Indians, who had promised to convey them to Fort Wayne. It is a story of great bravery and a few wonderful escapes on the part of some of the white men and women.

Dawson, J: Leard. A race's redemption. Bost., Sherman, French. c. 428 p. O. \$1.50 n.

God is the continuous Creator as well as the continuous Redeemer. Being the continuous Creator, he has been, as the Christian Scriptures plainly teach, the bringer into being of a sinful race from the very moment the first child was born of a sinning human mother; but that and every subsequent child was given its place in the one vast redeeming plan. What the New Testament seems to him to set forth is an evolution of redemption, so to speak, which must at length lay its completely delivering and exalting hand upon every member of the race existing upon the earth at the time. Index.

Dinsmore, J: Wirt. The training of children; a book for young teachers. N. Y., Am. Book Co. c. 335 p. D. \$1.

Author is professor of pedagogy and dean of the Normal School of Berea College, Berea, Ky.

Dix, Beulah Marie. The gate of horn. N. Y., Duffield. c. 329 p. D. \$1.25 n.

A delicate, high-strung, visionary child dreams and sees visions in her lonely little life with her self-indulgent, invalid mother. Her girlhood is spent in the American West, where she hears of the ivory gate through which come dreams and of the gate

of horn through which come realizations. After a useful life spent for others she meets her reincarnated hero by the Cornish sea.

Dolby, G: Charles Dickens as I knew him; the story of the reading tours in Great Britain and America (1866-1870); with 14 por. and other illustrations. N. Y., Scribner. 14+482 p. D. \$1 n.

Originally published in 1885, this account by Dickens's secretary and manager is reissued in honor of the centenary of its subject's birth because it deals exclusively and fully with a phase of Dickens's career but lightly touched upon by others.

Fanning, Clara Eliz., comp. Selected articles on the fortification of the Panama Canal. Minneapolis, Minn., H. W. Wilson Co. 32 p. 8°, 25 c. n.

Faust, Albert Bernhardt. Das deutschum in den Vereinigten Staaten in seiner geschichtlichen entwicklung. N. Y., G. E. Stechert & Co. c. 8+504 p. O. \$2.50 n.

Author is professor at Cornell University. He offers a companion volume to his work on "The German element in the United States in its importance in American culture." Here he treats of the first emigration of Germans and the historical founding of European colonies on the Atlantic coast, then of emigration in masses in the eighteenth and nineteenth centuries, and of the present distribution of their descendants throughout the Union. He gives a careful analysis of German character and of how the work of the German has always stood for law, order and progress in this country. The work in settling the land, fighting for its liberties and striving untiringly for education and culture is exhaustively put before Germans both here and in their German country of origin.

ffoulkes, C: European arms and armour in the University of Oxford (principally in the Ashmolean and Pitt-Rivers Museums); catalogued with introd. notes. N. Y., Oxford Univ. 64 p. pls. F. \$6.75 n.

Besides describing the arms and armour and giving many pictures, book contains much information concerning origin and history of the various pieces. Earliest period represented is the eleventh century.

Foerster-Nietzsche, Mrs. Eliz. The life of Friedrich Nietzsche (1844-1876); tr. by Anthony M. Ludovici. In 2 v. v. I. The young Nietzsche. N. Y., Sturgis & Walton. 10+399 p. il. por. 8°, \$4 n.

Forty (The) martyrs of the Sinai Desert and the story of Eulogios. N. Y., Putnam. 141 p. 4°, (Horae Semitace.) pap., \$2.50 n.

Foster, W: The English factories in India, 1637-1641; a calendar of documents in the India Office, British Museum, and Public Record Office; published under the patronage of His Majesty's Secretary of State for India in Council. N. Y., Oxford Univ. 46+339 p. front. O. \$4.15 n.

Górky, Maxim. [pseud. for Alexei Maximovitch Pyeschkoff.] The lower depths; a play in four acts; tr. from the orig. Russian by Lawrence Irving. N. Y., Duffield. 101 p. por. D. (Plays of to-day and tomorrow.) \$1 n.

Hanson, C: Lane. Two years' course in English composition. Bost., Ginn. c. 5+377 p. D. 90 c.

Harrington, G: W. The garden of unrest; a second book of verse. Bost., Sherman, French. c. 78 p. D. \$1 n.

Hasse, Adelaide Rosalia. Index of economic material in documents of the states of the United States; Ohio, 1787-1904; pt. 1, a to f; pt. 2, g to z; prepared for the Department of Economics and Sociology of the Carnegie Institution of Washington. Wash., D. C., Carnegie Inst. 638; 639-1136 p. Q. pap., \$14.

Heald, Lucy. Love in Umbria; a drama of the first Franciscans. Cambridge, Mass., Riverside Press. 4+7-32+115 p. O. bds., \$1.15.

Herz, Max, M.D. New Zealand, the country and the people; with 81 il. and a map. N. Y., Duffield. 12+382 p. O. \$3.75 n.

Account of New Zealand, giving its history from its discovery, its remarkable political growth, with descriptions of its fauna, flora and scenery and the Maoris, who are the natives of the island. The illustrations give an idea of the beauty of the country and its many natural wonders. Index.

Hoagland, Herb. Case. How to write a photoplay. N. Y., Magazine Maker Pub. c. 78 p. S. \$1 n.

Contents: How photoplays are produced; The bare idea; What not to do; Photoplays that won't be accepted; Hints; Model scenario; Where to sell; Note; Always remember.

Johnson, Wa. Byways in British archaeology. N. Y., Putnam. 12+529 p. il. 8°, \$3.50 n.

Contents: Churches on pagan sites; The secular uses of the church fabric; The orientation of churches; The orientation of graves; Survivals in burial customs; The folk-lore of the cardinal points; The churchyard yew; The cult of the horse; "The labour'd ox"; Retrospect; addenda. Index.

Johnstone, Ja. Life in the sea. N. Y., Putnam. 146 p. il. 16°, (Cambridge manuals of science and literature.) 40 c. n.

Kinsley, W: Wirt. Was Christ divine? Bost., Sherman, French. c. 144 p. O. \$1 n.

Author assumes nothing, even reasoning out with care the existence and personality of God. He reconstructs a doctrine of immortality in harmony with the findings of modern thought.

Knott, Cargill Gilston. Life and scientific work of Peter Guthrie Tait; supplementing the two volumes of scientific papers published in 1898 and 1900. N. Y., Putnam. '11. 9+379 p. (15 p. bibl.) por. diagrs., 4°, \$3.25 n.

Kraies, Enterpe Recipes from east and west. N. Y., Dutton. 16+142 p. il. 16°, \$1 n.

Lawrence, Mary Stebbins. Old time Hawaiians and their work. Bost., Ginn. c. 13+172 p. il. D. 60 c.

Written primarily to supply the children of Hawaii with history of their own race, but will also be found interesting to American children.

Lessing, Gotthold Ephraim. Nathan der weise; ed. by J. G. Robertson. N. Y., Putnam. 278 p. 16°, (Pitt Press ser.) \$1.10 n.

Levy, H. Large and small holdings; a study of English agricultural economics; tr. by Ruth Kenyon. N. Y., Putnam. 149 p. 8°, \$3.25 n.

Lillie, Arth. Rama and Homer; an argument that in the Indian epics Homer found the theme of his two great poems. N. Y., Dutton. 16+284 p. 12°, \$1.75 n.

Lincoln, England. The royal charters of the city of Lincoln, Henry II. to William

III.; transcribed and tr. with an introd. by Wa. de Gray Birch. N. Y., Putnam. 11. 49+308 p. pls. facsimis., 8°, \$4 n.

Livingstone, R. W. Greek genius and its meaning to us. N. Y., Oxford Univ. 250 p. O. \$2 n.

Author says his "intention has been to try and make the spirit of Greece alive for myself at the present day, to translate it, as far as I could, into modern language, and to trace its relationship to our own ways of thinking and feeling."—*Preface*.

Marshall, Mrs. Julian. Handel. New ed. N. Y., Scribner. 5+136 p. D. (Great musicians ser.) \$1 n.

Messer, Clarence Johnson. Mr. Responsibility, partner; how Bobby and Joe achieved success in business; il. by C. D. Hubbard. Bost., Lothrop, L. & S. c. 379 p. D. (Business boys ser.) \$1 n.

Tells the experiences of two ambitious boys who started a railroad restaurant and made it a success, running it on sound business principles and getting good financial training themselves.

Next-night stories; il. by L. J. Bridgman. Bost., Lothrop, L. & S. c. '11-'12. 261 p. D. \$1 n.

Contents: Proud and foolish peacock; Tinklebell; Donkey and the wolf; Fox, the raccoon, and the bear; The dwarfs; The frog girl; Granny Chipmunk's lesson; Horse and the hen; Dandy Beaver and Sippy Woodchuck; Sambo and Jerry; Bird of prey; Hen that ran away.

Noe, Cotton. The loom of life; [poems.] Bost., Badger. c. 104 p. D. \$1 n.

Olmstead, Florence. Mrs. Eli and Policy Ann. Chic., Reilly & Britton. c. 160 p. front. S. \$1.

Mrs. Eli, wife of Aphronike Eliathenes, a Greek fruit seller, has many amusing things happen to her in her efforts to bring up a numerous family. Her cheerful philosophy and human outlook make her an entertaining person to meet. Policy Ann, or Policiander, one of the children, plays an important part in the book, through which a love story runs, the chief actors in which are a young doctor and "Miss Phoebe," for whom Mrs. Eli sews.

Pawlowski, Yoï. A year of strangers. N. Y., Duffield. 158 p. O. \$1.50 n.

"I have just finished a year of my life, during which I have seen only strangers and no one whom I had known before. These are some of the strangers who have become my friends. Though I have headed each sketch by the name of one of them, I do not, of course, mean these pages to be in any way an account of their lives or personalities, but only an impression of a few of the moments which we have passed together."—*Prefatory note.* Sketches in Flanders, Italy, Russia, Persia.

Peehl, J. A. Land of our dreams, and other verse. Bost., Sherman, French. c. 95 p. D. \$1 n.

Peterson, Maud Howard. The sanctuary. Bost., Lothrop, L. & S. c. 469 p. D. \$1.25 n.

Hero, a man of wealth, tries by living a dual though blameless life, as society man and mill foreman, to do something towards solving the problems of a fair-minded relation of one social class to another. This brings him into opposition to the father of the girl he loves, but cannot marry, because he has a wife living, the victim of hereditary madness. When the wife recovers her reason he has one more complication to adjust, the final solution being arrived at when the chief actors come together on a beautiful little French island.

Pollard, Rebecca S. Althea; or, the morning glory:[poem.] Bost., Sherman, French. c. 37 p. D. 75 c. n.

Poole, Rachael Emily Malleson, [Mrs. Reginald Lane Poole,] comp. Catalogue of portraits in the possession of the university, colleges, city, and county of Oxford. v. I, The portraits in the town and county halls. N. Y., Oxford Univ. 21+278 p. por. O. \$4.15 n.

Each portrait is described, and a brief biographical note of the subject is also given. Numerous plates, reproducing the portraits, illustrate the work. There is an index of portraits, one of artists, and one of donors and former owners.

Poole, Reginald Lane. The exchequer in the twelfth century; the Ford lectures delivered in the University of Oxford in Michaelmas term, 1911. N. Y., Oxford Univ. 7+195 p. O. \$2.15 n.

Raymond, G: Lansing. Suggestions for the spiritual life; college chapel talks. N. Y., Funk & W. c. 337 p. D. \$1.40 n.

Author is professor of esthetics in George Washington University. *Contents:* Carnal and spiritual mindedness; Divine sovereignty and human service; Personal faith as grounded on personal observation; Christian character determined by conduct not knowledge; Spiritual solution for Socialistic problems; Civil liberty as a result of Christian civilization, etc.

Rhoades, Nina, [pseud. for Cornelia Harson Rhoades.] Little Queen Esther; il. by Eliz. Withington. Bost., Lothrop, L. & S. c. 286 p. D. (Brick house books.) \$1.

Rich, J: Rich's "Apolonius and Silla"; an original of Shakespeare's "Twelfth night"; ed. by Morton Luce. N. Y., Duffield. 11+96 p. facsim. S. (Shakespeare lib.; ed. by Israel Gollancz; Shakespeare classics.) bds., \$1 n.

Rinehart, Mrs. Mary Roberts. Where there's a will; il. by F. Vaux Wilson. Indianapolis, Bobbs-Merrill. c. 352 p. D. \$1.30 n.

Author of "The man in lower ten," etc., here tells an amusing tale of the Hope Springs Sanatorium. Dicky Carter inherits the place on condition that he takes it over within a week of the reading of his grandfather's will, and runs it successfully for two months. Dicky has the mumps, and then when he is supposed to be safely started for the Springs he disappears. Minnie, the spring-girl, who tells the story, persuades an impudent youth to impersonate Dicky, who promptly turns up with a wife. Things are further complicated by the impostor's falling in love with Carter's sister-in-law, who is engaged to an Austrian prince. Minnie has a strenuous time, satisfying grumpy patients, concealing Mr. and Mrs. Dicky, and outwitting a sharp real estate man who wants the place for a hotel.

Robertson, J: G. Goethe in the twentieth century. N. Y., Putnam. 156 p. 16°, (Cambridge manuals of science and literature.) 40 c. n.

Robinson, F: Percival. The trade of the East India Company from 1709 to 1813. N. Y., Putnam. 6+186 p. (5 bibl.) 12°, \$1.10 n.

Root, Jean Christie. Edward Irving, man, preacher, prophet. Bost., Sherman, French. c. 150 p. por. D. \$1 n.

Life of the Scotch divine who founded the sect known as Irvingites, or Catholic Apostolic Church. He belonged to the Scotch Presbyterian Church and was tried for heresy. He was a friend of Carlyle's and when a young man he was in love with Jean Baillie Welsh.

Ross, Mrs. Janet Duff Gordon. The fourth generation; reminiscences. N. Y., Scribner. 6+400 p. il. O. \$3.50 n.

Sequel of "Three generations of English women." Mrs. Ross, daughter of Sir Alexander Cornwall Duff Gordon and Lucie Austin, has all her life known famous people. Thackeray, Sidney Smith, Byron and Moore are among her earliest recollections, while Leighton, Watts, Tom Taylor, Tennyson, John Addington Symonds and many others are also familiar figures in these pages. With literary people as immediate forbears and writing herself she has spent all her life among those who wrote or were notable in some way. Index.

Rouse, H. D., ed. The menaechmi: the original of Shakespeare's "Comedy of errors"; the Latin text together with the Elizabethan translation. N. Y., Duffield. 14+122 p. S. (Shakespeare's lib.; Shakespeare classics.) bds., \$1 n.

Scott, Gertrude Fisher. Jean Cabot at Ashton; il. by Arth. O. Scott. Bost., Lothrop, L. & S. c. 361 p. D. \$1 n.

Girl's college story, with all the activity of a popular girl's first year woven into it. A sequel, "Jean Cabot in the British Isles," is promised.

Selden, G. C. Psychology of the stock market. N. Y., Ticker Pub., [2 Rector St.] c. 120 p. S. \$1.

Sets forth the theory that the movements of prices on the exchanges depend very largely on the mental attitudes of the investing and trading public. The broad movements of the market, covering periods of months and years, Mr. Selden admits, are governed by general financial conditions, and he also admits that fluctuations frequently are caused by real changes in the intrinsic values of stocks; but he holds that a great percentage of the ups and downs simply reflect changes in the public mind in no sense due to alteration in basic factors.

Seward, Alb. C: Links with the past in the plant world. N. Y., Putnam. 142 p. il. 16°, (Cambridge manuals of science and literature.) 40 c. n.

Shadwell, Lionel Lancelot, ed. Enactments in Parliament specially concerning the Universities of Oxford and Cambridge, the colleges and halls therein and the colleges of Winchester, Eton and Westminster. In 4 v. v. 1, 37 Edward III.-13 Anne; v. 2, 1 George II George IV.; v. 3, 11 George IV.-31 and 32 Victoria; v. 4, 32 and 33 Victoria-I and 2 George V.; with appendices. N. Y., Oxford Univ. 39+359; 407; 419; 383 p. O. \$12.75 n.

As far as possible work is complete collection of legislation in force now or at any previous time affecting the universities. All subsidy and land tax acts are not included, but those showing changes adopted from time to time and the gradual growth of the clauses perpetuated in the act of 1798 are given. In appendixes are given proceedings of Parliament with regard to the Mendicant Orders, in regard to the Cambridge riot of 1381, and the acts of the Long Parliament and Commonwealth, etc. Index.

Shakespeare, W: Works: Plays of Shakespeare; ed. by G. S. Gordon. N. Y., Oxford Univ. D. ea., 35 c. n.

Contents: v. 1, Hamlet; v. 2, Coriolanus; v. 3, A midsummer night's dream; v. 4, As you like it; v. 5, The tempest.

Strindberg, August, i.e., Johan August. August Strindberg's plays: The father; Countess Julie; The outlaw; The stronger; tr. by Edith and Warner Oland. Bost., J. W. Luce & Co. c. various paging, D. \$1.50 n.

Summerbell, Jos. Ja., D.D. Mountains of the Bible. Bost., Sherman, French. c. 85 p. D. \$1 n.

Sets forth the fact that many of the most trying or helpful spiritual experiences of genuine religious heroes have been connected with mountains, and from this fact demonstrates the truth of Christianity.

Synge, J: Millington. In Wicklow; West Kerry; The congested districts; Under ether. Bost., J. W. Luce & Co. 215 p. D. \$1.25 n.

Sketches of peasant life in the east, south and west of Ireland, with descriptions of the scenery.

Thompson, A. Hamilton. Military architecture in England during the Middle Ages; il. by 200 photographs, drawings, and plans. N. Y., Oxford Univ. 21+384 p. (9 p. bibl.) O. \$3 n.

Traces "the growth of the general principles of medieval fortification, with special reference to castles, in which, within their limited area, the most complete illustration of those principles is given." Prefatory chapter deals with earlier types of fortification in Britain, then the critical period of Saxon and Danish warfare is treated, leading up to the Norman castle of earthwork and timber. Norman castles with their great towers are described, fortified manor-houses of later date are also discussed. Index.

Thompson, Adele E. Nobody's Rose; or, the girlhood of Rose Shannon; il. by A. G. Learned. Bost., Lothrop, L. & S. c. 304 p. D. \$1 n.

Story for girls from twelve to sixteen. Tells of a little waif, who, left alone without money, home, or friends, finds a place for herself, and before the book ends has discovered some relatives as well.

Thompson, J: A first-year Latin book. N. Y., Putnam. 227+17 p. 12°, 50 c. n.

Tomlinson, Everett Titsworth. Four boys on Pike's Peak; where they went; what they did, what they saw; il. by G. Avison. Bost., Lothrop, L. & S. 401 p. D. (Our own land ser.) \$1.50.

Carries on the adventures of the four boys already known through "Four boys on the Yellowstone," "Four boys in the land of cotton," etc.

Wentworth, G., and Smith, D: Eug. Work and play with numbers. Bost., Ginn. c. 144 p. il. col. D. 35 c.

White, Stewart E: The sign at six; il. by M. Leone Bracker. Indianapolis, Bobbs-Merrill. c. 264 p. D. \$1.25 n.

Ingenious story of a crazed scientist who determines to rid New York of its political boss, McCarthy. First the boss is told to leave the city within a given time or direful things will happen. A sign will prove the ability of the threatener to carry out his design. The first sign is the stopping of all the electricity in the Atlas Building, where McCarthy's office is. Next day all electricity in the city stops for a while, then all sound ceases. These manifestations go on for days, and only cease when Percy Darrow, a young scientist, captures the madman.

Wilm, Emil Carl. The philosophy of Schiller in its historic relations. Bost., J. W. Luce & Co. c. 11+182 p. (5 p. bibl.) D. \$1.50 n.

Author says: "I have sought to give an account, which would be fairly intelligible to the non-philosophical reader, of those main stages of Schiller's reflective thought, in their historical relations."—Preface. Contents: Literature and philosophy; Historical background; Leibniz and the British moralists; Early views; Awakening; Study of Kant; First fruits; Independent development; Relation to post-Kantian idealism.

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G. Blatchford, Pittsfield, Mass. A Sojourn in Bermuda, by Howells. A Parting and a Meeting.

Book Exchange, Toledo, O. Crawford, Francesca da Rimini. Hyde, Damien's Work for Hawaiian Lepers. Symons, Introduction to Browning, 1890.

Book Omnia, 1004 Fillmore, San Francisco, Cal. Poole's Index, any vol., describe. Ward, Pure Sociology, or any other. Kautsky, Origin of Christianity (?). Magazines indexes in volumes, any.

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The Boston Book Co., 83 Francis St., Fenway, Boston, Mass.

Conservative Rev., March, 1901. Jour. of Geography, Aug., 1905, t. p. i. of v. 4.

Bowling Green Book Shop, 81 New St., N. Y. Burnaud's Vice Versa (not Anstey's). Page, Stories of the South, 1893. Page, Meh Lady, 1893. Page, Unc. Edinburg, 1895. Pliny, good English ed.

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Phantasms of the Living, F. Meyers.
Mrs. Lincoln's Botany, Boston, 1833.

Buffalo Public Library, Buffalo, N. Y.

Nicolay and Hay, Lincoln.
Aiton's Encyclopedia.

Bureau of Railway Economics, 1329 Pennsylvania Ave., Washington, D. C.

Commercial and Financial Chronicle, vols. 1-9, 11.
Journal of Political Economy, April, July, 1888; Oct., 1889; January, April, July, 1890.
Quarterly Journal of Economics, June, September, 1896; March, September, December, 1897.

The Burnham Antique Book Store, Boston, Mass. [Cash.]

Charnock's *Marine Architecture*.
Butcher's Ecclesiastical Calendar. Macmillan, 1877.
Baron Stow's First Things.
Lawson's Frenzied Finance.

Campion & Co., 1316 Walnut St., Phila., Pa.

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 Culin, *Chinese Games with Dice and Dominoes*.
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 Harrison, *Race with the Sun Around the World*.
World's Parliament of Religions, 2 vols., 1893.
 Mabie, *In Brightest Asia*.
 Markham, *Journey of Thomas Manning to Lhassa in 1811-1812*.
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Vale, Chinese Superstitions.
Walsh, Tea, Its History and Mystery.
Weale, One Solution of the Main Chinese Problem.
Welby, Through Unknown Thibet.
White, War in the East.
Yale Review, August to November, 1892.

Ford, *An American Cruiser in the East*.
 Lawrence, *Modern Missions in the East*.
 Chivers (Thos. Holley), *Virginalia*, 1853.

Chivers (Thos. Holley), *Atlanta*, 1855.

Crockett (Col. David), *Life of*.

Mayflower Descendants, 1904 complete; January and July, 1906; April and October, 1907; and 1908 to date.

Sanborn, *Life of John Brown*.
 Standard Dictionary, 1908 ed.

Vanity Fair, vol. 1, 1860.

Paine (Thomas), *Complete Works*.
 Bigelow, *History of Procedure in England*.
Ohio Archeological and Historical Publications, vols.

7 and 12.

Sagard, *Histoire du Canada*, 4 vols., 1865.

Cooke, *Story of the Eagle's Nest*.
 Brock (R. A.), Robert Edward Lee.

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W. B. Clarke Co., 26 Tremont St., Boston, Mass.

Baedeker's *London*, 1905 ed.

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Progress, Feb., 1911.

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Appleton's Annual, 1894, 1897, 1898.
 Speeches, Lectures, etc., W. Phillips, ad ser.
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Miles O'Reilly. His Book, 1864.
Stimson, First Harvests.
Typography, early American works on.
Typothetae of N. Y., annual reports, etc., 1885-95.
Ward, Artemus: His Book, 1862; in London, 1867;
Panorama, 1869; Sandwiches, 1870.

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Engineering News, Jan. 18, 1912.
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in Georgetown, B. G., 1881.

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Black Diamonds. Pub. about 1860.

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Balt., 1797.

Webb Masonic Monitors issued after 1822.

Cross, Masonic Charts.

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Vacuum Oil Co., Petroleum in Leather, 1896.
Zacharie, The Human Foot. N. Y., 1908.
The Golden Wedding, H. R. M. Stuart. Harper, 1893, 1st printing.
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National Preacher, May-June, 1865.
Notable History of Abraham Lincoln. Chicago, 1896.
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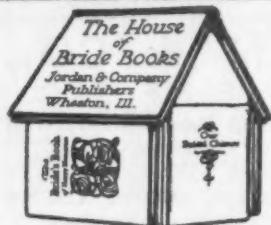
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